THE VIRGINIA

Organized Eleven Years Ago With a Hand-Full.

NOW A GIANT OF STRENGTH

A Splendid Organization of Eight Hundred Members Whose Influence is Felt in All Public Affairs in the State.

April 2, 1892, several of the old members of the T. P. A. of A. and their friends assembled at Murphy's Hotel for the purpose of organizing a Division of the Association in this State. In view of the fact that the annual convention of the Association was to be held at Old Point Comfort, Va., in June of that year, it was important that the organization be effected prior to that time. Several it was important that the organization be effected prior to that time. Several meetings were held, and the formal organization effected as follows: R. S. Christian, president; George Gibson, Jr., secretary and treasurer; Board of Directors: C. W. Saunders, John B. Culpeper, S. C. Shield, C. V. Clash, R. E. Craig, W. B. West; Railroad Committee; Joseph Wallerstein, chairman; Hotel Committee, C. W. Saunders, chairman; Press Committee; J. B. Culpeper, chairman.

RAPID GROWTH.

The result of the organization was a

The result of the organization was a membership of nineteen well-known commercial travelers. For some time, we held our meetings at Murphy's Hotel, at which the hespitality of the genial proprietor of that house was always manifested. The organization began to grow steadily, until it numbers to-day about eight hundred members in Virginia, and its prestige and influence in commarcial affairs is now felt in all the various business communities of the entire State. The interest of the Association and its workwas such that it was found necessary that more prominent quarters be secured and on December 19th, 1894, handsome headquarters in the Chamber of Commerce were opened with a reception which was largely attended by, merchants

merce were opened with a reception which was largely attended by, merchants manufacturers and traveling men from all sections of the States.

ANNUAL CONVENTION.

Since that time nine annual State Conventions have been held, five in Richmond, two in Danville, one in Petersburg, and one in Norfolk. The headquarters of the Association have always been in Richmond, as the Virginia Division originated here, and the membership of iginated here, and the membership of ighated here, and the membership of Post A is very much larger than any other Post in the State. The influence of Virginia Division is everywhere recognized. It has repeatedly exerted its power, thus securing many advantages for traveling men and their houses all over the State, as well as keeping a watchful eye at all times to protect the best interests of its members.

It is also interesting to state that the Division continued to grow stendily both

Division continued to grow steadily both in membership and usefulness, and with



its eldest child, Post A, in 1897, moved to its present headquarters, located at the corner of Third and Main Streets, and it is best just to say that they are unques-tionably the handsomest and best equip-ped quarters of any Post or Division in the whole United States, PRESIDENTS. PRESIDENTS.

PRESIDENTS.

Among the many who have been prominent and labored faithfully for the success of this State organization, Mr. C.

W. Saunders, will stand first, in that he was one of its charter members, and has, since its first conception, continuously served the Division in various ways as director and committeeman, and, since 1897, as State president, always alert to the welfare and jealously guarding its good name. Few men would have made the many sacrifices he has, both of his time and money, for the good of any orthe many sacrifices he has, both of his time and money, for the good of any organization. Mr. R. S. Christian for several years served as president, and was succeeded by W. P. Redd, of Danville, Va. Mr. Redd, oon after his election, was called to a foreign country, and the duties of the office devolved upon the vice-president, Major J. W. Rawley, who was ever faithful to the work committed to his charge. At the State Convention of 1877, the end of the term, the present incumbent, Mr. C. W. Saunders, was overwhelmingly elected, and it is needless to say more than has been said regarding this worthy officer. His works are the monuments of a hustling record.

GOOD MEDN AND TRUE.

this worthy officer. His works are the monuments of a bustling record.

GOOD MEN AND TRUE.

Mr. George Gibson, Jr., the secretary and treasurer, whe for six years acted in that capacity, was the wheel-horse of the whole Division; everybody looked to George when anything connected with the T. P. A. was to be learned. He was the very breath of life—when he expanded the membership grew, and it is not saying too much when the fact is stated that after six years of close attention to the duties of his office, he retired with the satisfaction of having seen the membership increase four hundred per cent,

Mr. Joseph Wallerstein is also an important factor in the history of Virginia Division, being a charter member of the National T. P. A. and one of the vice-presidents. He presided at the National Convention at Old Point in 1882, and now, in 1991, is the executive chairman of the Entertainment Committee for the convention to be held at the same place. In 1897 he was elected national president of the entire Association, and served its members most satisfactorily. He has always been on hand and ready to expound the lsw and make known the great benefits derived through this Association.

Time would fall to speak of the valuable services rendered by Thomas Poindexter. H. Lee Lorrsine, Colonel J. S. Harwood, Harry Ellis, Jr., John B. Culpeper, John C. Hagan, John A. Traylor, B. H. Marsh, R. W. Spilman, C. W. Harris, W. T. Moulton. Paul Heindl, S. Doughty, D. S. Harwood and J. H. Warden; Colonel J. V. Bidgood, secretary and treasurer for 1860; R. B. Walthall, secretary and treasurer for 1860; R. B. Walthall, secretary and treasurer 1807-1800; and horace y. Smith, who is the man who conceived this "T. P. A. Edition" and who has has the entire management of the many-sided work connected therewith.

EIGHT POSTS.

Plana are now eight flourishing Posts

in Virginia Division—A, Richmond; B, Norfolk; C, Petersburg; D. South Boston; E. Danville, F, Alexandria; G, Lynchburg; H, Blackstone.

THE DIVISION OFFICERS.

The present officers of the Virginia Division, elected at Danville, Va., April 25, 1903, are:

Division, elected at Danville, Va., Apri 25, 1903, are: President-T. S. Beckwith, of Peters burg.
First vice-president—A. D. Brockett, o

vice-president-J. B. Oliver, or Second vice-president—J. S. Oliver, of Danville, 'Third vice-president—C. W. Harris, of

Third vice-president—G. A. Diuguid, Richmend.
Fourth vice-president—Homer Atkinson, of Lynchburg.
Sixth vice-president—R. E. Williams, of Norfolk.
Seventh vice-president—J. D. Norwood, of South Boston.
Eighth vice-president—B. W. Sanford, of Flackstone.

of Blackstone. Secretary and treasurer-H. L. Har-

wood.
Chairman of Legislative Committee—R.
W. Spilman, Richmond.
Chairman of Press Committee—R. B.
Walthall, Richmond.
Chairman of Hotel Committee—Paul
Roper, of Petersburg.
Chairman of Employment Committee—E. F. Daniel, Jr., Richmond.
Chairman of Memborship Committee—A. D. Keen, Danville.
Chaplain—Rev. J, J. Gravatt.
POST A VA DIV

POST A. VA. DIV..

PRIDE OF RICHMOND

On January 12, 1895, a notable band of the "Knights of the Grip" organized Post A in rooms Nos. 30 and 32, Richmond Chamber of Commerce, and the following officers were elected for the ensuing year; J. F. Le Brou, president; William J. Crump, vice-president; B. H. Marsh, sec-J. F. Le Brou, president; William J. Crump, vice-president; B. H. Marsh, secrotary and treasurer; Board of Directors, William Reinhelmer, chalrman; R. S. Crump, B. T. Crump, D. B. Wallerstein, M. I. Binswanger, J. W. Wiltshire and A. V. Shea; Railread Committee, Charles B. Wingo, chalrman; Hotel Committee, P. P. Murray, chalrman; Employment Committee, R. R. Roborts, chalrman; Press Committee, R. R. Roborts, chalrman; After one year's service, Mr. C. W. Saunders was elected to succeed Mr. J. F. Le Brou, and held the position until April, 1897, he then positively declining re-election. R. W. Spilman was unanimously elected president December 21, 1897; R. B. Walthall was elected scoretary and treasurer, which position he held until June 1st, 1900.

Mich credit is due to the above officers for the untiring zeal in promoting the incress of the Post in the first years of its existence.

existence.

Post A has always been deeply inter-ested in the commercial development of this city and State, and its members have been ever exceedingly active in all measures for the betterment of such interest throughout the country and in the Na-tional Conventions, as well as their State Conventions. A large number of dele-gates from Post A attended the Com-mercial Travelers Congress at Atlanta, Ga., November 13, 1895, and in all of these mercini Travelers' Congress at Atlanta, Ga., November 13, 1285, and in all of these gatherings they were instrumental in shaping the policy and alms of the great National Association, several of its members having been chosen National officers. It. Ellis, Jr., of the Board of Directors, at a meeting of Post A, held April 17th, 1897, offered a resolution that a committee be appointed to consider the advisability of securing new headquarters, which was adopted and the following committee was appointed: John C. Hagan, H. Ellis, Jr., and John S. Harwood, who recommended that the handsome building, corner Third and Main Streets, be secured as a desirable home; this recommendation of the committee was approved, and at their request a new committee was appointed to look after the improvements to be made on the building, consisting of R. W. Spilman, chalman, Julion Binford, John A. Traylor, Joseph Wallerstein and C. W. Saunders. Too much praise cannot be given these committees for the very efficient manner in which they discharged their duties. A House Furnishing Committee was appointed, composed of the following: J. H. Warden, Julien Binford and D. S. Harwood, and as the result of these three committees' hard work we have our beautiful headquarters, corner Third and Main Streets, a place of "Glad Welcome" for its members and the traveling men, as well as their employers, all over this broad land, and has already become a factor in land, and has already become a factor in strengthening and intensitying the fra-ternal feeling existing between them. BRIEF HISTORY.

Post A was granted a charter on August 13, 1897, under the name of "Post A, Virginia Division of the Travelers' Protective Association of America."

The officers for the first year
W. Spilman, president; John C. vice-president; R. B. Walthall, and treasurer, and the following B. of Directors: S. Doughty, chairman, H. El-

Directors: S. Doughty, chairman, H. El-lls, Jr., J. W. Rowley, Thomas Poindexter, M. I. Binswanger, John A. Traylor and

J. H. Capers, Jr. With such a band of earnest workers there is no wonder that our Post and the Association at large has materially ad-vanced in membership and usefulnes,s and

The Kellam Cancer Hospital

RICHMOND, VIRGINIA.

A Committee of the Senate of Virginia Hears Testimony of the Wonderful Cures Effected at the Kellam Cancer Hospital.

At the present session of the Legislature of Virginia a bill was introduced, the effect of which would have been to close the doors of this institution, but the committee of the Senate, after hearing the overwhelming testimony of prominent citizens and the petition of seventy reputable men and women of Virginia, whom Mr. Kellam had cured, decided that it would be detrimental to suffering humanity to withhold from them the relief which so many had obtained at this hospital. Accordingly an amendment was placed upon the bill allowing Mr. Kellam to continue his good work.

So convincing was the proof that Mr. Kellam does what he professes to do that the amendment proposed for Mr. Kellam was adopted by both houses without a dissenting vote.

EXAMINATIONS FREE.

EMPLOYMENT.

through the sufferage of the members, still occupy this position. It might not be amiss to tell just how the machinery is set in motion to obtain a position for Louis as I do, "the home of the National kept, where a record is made of each application for employment. When a ment, an application blank is sent to him dence, State Division and Post to which he belongs, the line of goods which he he has had in that line, the territory he ences. This application is given a number and recordeds in the register. In the are sending a circular to the merchants

an d manufacturers of their respective states, telling them of the advantages of the employment committee of an association of this character, enclosing them an application blank to fill out, if they need a salesman. The answers sometimes are very numerous, and it is quite frequently the case we have more calls for men than we have applications.

Now comes the task which is the hardest part of all, and that is dovetailing the two together—the man who wants a man. It very frequently occurs that a member will say in his application that he "will sell anything," and it is a most difficult matter to help such a person, as almost invariably a merchant wants an experienced man, as for instance, a drug firm does not want a man who has been soiling hats and caps, and for that reason, some of our members have had no assistance from this committee.

We have endeavored as much as possi-

s tate take care of its own members, but very often this is impossible, and the committee, who places the applicant's number and line of goods in the columns of the News Letter, so that it might be

number and line of goods in the columns of the News Letter, so that it might be seen by any, who read it.

We are in receipt of letters daily from morchants and manufacturers, asking information regarding certain men who are designated only by number. This information is promptly given and not infrequently results in a mutual understanding, and in a few days the man is out selling goods. I am firmly convinced that even greater possibilities are before this committee, and without detracting from the value of any committee in this association (for they are all necessary and all do their party, but the Employment committee to my mind is the most important of all It appeals to a man when everything else seems to fail, when he is tired and foot sore, while in quest for work, and who can appreciate his gratitude, when through the efforts of this association, he is again enabled to earn a living and supply tho wants of his family. This is fraternity in the true sense of the word, and should appeal to every member of our association.

Since my term of office as chairman, nearly 400 of our members secured positions through the interest and energy of the different State committee, and all of this has not cost the members or the merchants one cent. The expense has been borne by the State Divisions and National Association, and if the T. P. A. had done no more than the securing of 400 positions, it would be worthy of support.

positions, it would be worthy of support The employment feature is fast becom

cannot be hidden under a baske; it must shine, and more radiantly year by year, reflecting its rays upon that beautiful emblem "T. P. A.", the one that we love and labor for, that others may see it in the beauties that we see. All hall to the greatest "grandest and most glorious of all, the Traveler's Protective Association of America.

The Cable

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Richmond's Largest and Most Progressive Piano House. Manufacturers of the Celebrated

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Talking Machines, with all the

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Largest Manufacturers of Planos and Reed Organs in the world. 213 E. Board Street. J. G. CORLEY,

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Vatery.

Loans Negotiated.

Deeds carefully drawn and acknowledgments taken.

Special attention paid to Rents.

Notaries Public.

........................ The Shoop-Withers Co. HAY AND GRAIN.

FOR SALE.

\$4,750 WILL BUY CONVENIENTLY ARRANGED BRICK DWELLING on West Avenue, near Boyd Street,

\$3,000 WILL BUY A BRICK STORE AND DWELL-ING adjoined. Rents \$336 per annum. Lot 48x150 feet. Seventeenth, near

\$1,850 WILL BUY 2-STORY 8-ROOM BRICK DWELL-ING, Canal, near First. \$3,250 FOR

A DETACHED 2-STORY 10-ROOM BRICK DWELLING on Nineteenth, near Broad Street. Cost over \$5,000 to build. \$5,000 WILL BUY

A 3-STORY 12-ROOM BRICK DWELLING on Seventh, near Grace, Rents \$500. Will be good business property before long.

\$3,500 WILL BUY A 10-ROOM BRICK DWELLING on Sixth, near Franklin Street. Rents \$400 year.

\$1,000 WILL BUY

A DETACHED 5-ROOM FRAME DWELLING on Cary, near Plum, Rents \$108 year. Also other good RESIDENCES on Franklin, Grace and other Streets. We also have some good invest-

We also have some good invest-ments in BUSINESS PROPERTY. J. B. ELAM & CO...

THE American Guild,

The Fraternal Beneficiary Association par Excellence.

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RICHMOND, VA.

The Confederate Museum

IN THE "White House of t e Confederacy,"
RICHMOND, VA.
Bach Southern State has within
its walls a room, set apart for its
use, in which to keep the priceless
war records of her sons.
It is fire-proof and carefully
guarded. Over 11,000 strangers
visited it during the past year.
For further particulars address
MISS ISABEL MAURY,
House Regent Confederate Museum.

The Association for Preservation

of Virginia Antiqu ties.

Fifteen years ago this Association was formed to preserve the historic past of Virginia; in a great measure, that of our whole country. It is purely patriotic and now numbers over 1,000 members in every part of the Union.

In view of the approaching celebration at Jamestown in 1907, we appeal to all who love and revere the past to join us in our work.

For further information address MRS. J. E. ROBINSON,
Cor. Sec. A. P. V. A...

118 S. Third St., Richmond, Va. of Virginia Antiqu'ties.

THE T.P.A.

America's Leading Post Sends an Interesting Sketch.

POST "A" MO. DIVISION

A Large Membership of Prominen Business Men-T, P. A. Building at St. Louis Exposition-Plans For Futura Work.

Post "A", St. Louis, Mo., Division, T P. A., was organized in this city on September 19th, 1802. Nathaniel J. Rice was elected president and John A. Ladd, first vice-president; R. N. Reamy, secretary and treasurer. The charter members were Nathaniel J. Rice, Robert N. Frank A. Townsend, Leo Goodman, Frank W. Hoyer, L. A. Paris, Max Fritz, Henry W. Overbeck, Adrian DeYong, H. L. Rathyln, A. H. Dulaney, J. C. Meyers, D. H. Ball, T. F. Brooks and Ernest Robyn. The charter was signed by Murray Carleton, State president and Louis T. La-Beaume, State secretary.

Membership up to May 1st, 1895, had grown to 1,555; April 1st, 1808, 1,619; May 1st, 1899, 1,924; May, 1900, 2,836; May 1st, 1901, 2,628; May 1st, 1902, 2,697; April 1st, 1903, 2,720. The presidents since the or ganization were N. J. Rice B. W. Lyon, J. W. McDonsild, H. H. Hinton, B. E. Spielkerman, George W. Smith, J. E. Cald-well, William Moskop, Louis Rosen and Frank M. Canter.

The secretaries were R. N. Reamy, David H. Ball, Will B. Webber and the present incumbent, J. Herbert Stafford. The personnel of Post "A" is composed of some of the most influential business men and traveling salesmen of the manufacturing and jobbing houses of this city. We are honored by the membership of such men as Mayor Wells, ex-Mayor Walbridge and many of the directors of the Louisiana Purchase Exposition, among whom is J. W. McDonald, national director of the T. P. A.

OFFICERS FOR 1993. The secretaries were R. N. Reamy, Da-

OFFICERS FOR 1903. The following are the officers of Post The following are the officers of Post
"A." elected the last annual meeting,
held on Murch Zist: Frank M. Canter, president; William Appel, first vicepresident; H. W. Belding, second vicepresident; directors, A. A. Austin, Chas.
S. Blood, Fred S. Conrad, Edward R.
Purdy, C. J. Mansfield, D. J. Hughes,
Frank H. Gardiner, James W. Alcorn,
Fred. R. Scharlach, Will P. Moss, Willam T. Jackson and M. H. Jolloy,
Our standing committees, such as railread, legislative hetel, employment and

our standing commetees, such as a such a confidence of the confide



ess Baggage bill in the Missouri I cure at its last session and which be-comes a law on June 30, 1903. This work comes a law on June 39, 1995. This work was taken up by Missouri Division and the credit for it falls upon Will B. Webber, chairman of the Railroad Committee, and J. W. McDonald, George W. Smith, W. A. Kirchhoff and G. H. Schollmeyer, all of whom are members of Post

"A"

We have had some calls for financial aid from members who were sick and unable to follow their occupation. Dvery one of which, where found to be deserving, we have cheerfully assisted.

WORLD'S FAIR BUILDING.
Some time ago the members of Post "A" conceived the idea of erecting a T. P. A. building on the World's Fair grounds. The Executive Committee in charge of this building is composed of C. H. Wickard, chairman; W. A. Kirchhoff, vice-chairman, Murray Carleton, treasurer; George W. Smith, sceretary; Louis T. La-Beaume, Louis Rosen, Frank W. Crandail and J. Herbert Stafford. It is the intention to put up a building as the headquarters for traveling men all over the United state of the T. P. A. than Post "A," St. Louis. Steps have been taken recently by its Board of Directors looking towards a large increase in our membership during the ensuing year.

large increase in our membership during the ensuing year.

When the money was being raised for the World's Fair to take place in this city in 1964, the travelling men succeeded in obtaining \$107,000, which was the first bona fide subscription sent to the Louisiana Purchase Exposition Co, There is much more that I might say of the work that has been accomplished by Post "A" but since you have asked for a brief sketch, I will close by wishing you the success in your venture that you so richly deserve,

richly deserve, J. HERBERT STAFFORD.

The Powhatan Clay M'f'g Co.

Richmond, Va.

White, Buff, Gray, Speckled, Iron Spot and Red Face Bricks. FIRE BRICKS.

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and solicits the patronage of his friends and promises prompt delivery of goods.

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REAL ESTATE FOR SALE. Rents Collected Loans Nego-tiated. Free Catalogue of Virginia Farms.
R. D. CHAFFIN & CO., Inc.,



Are Always on Time.

They're not like Gustavus Gate Always a moment too late;
For bargain or train,
He hurries in vain,
He is always missing his date,

MORAL:

Don't Miss Seeing Our New Spring Suits.

They're well-fitting, superbly tailored, correctly fashionable and of decidedly pleasing patterns. \$8 to \$30.

The goodness of materials and workmanship and the rightness of our prices have made us famous.

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